

To Whom it May Concern

Back in 1992 we were interested in purchasing a block of land suitable for a forestry block. Not knowing anything about Forestry, Bob Pocknall advised us on the topography and suitability of land required. Just as important, the location to the port for a forestry block.

We purchased the block of land about 55 kilometres up the Taupo Road, and during the following winter planted 30 Ha of pines. Bob was central to the purchasing of good quality trees and hiring a suitable crew to plant the block. Careful observation at the time of planting was carried out by Bob, to ensure all trees were planted correctly.

Following this, the releasing of herbicide was carried out by us.

When it came to the first prune, Bob showed Terry what was required, then Bob kept a very keen eye that we were choosing the right trees to prune and the number of trees pruned per hectare. Also close observation ensured that the trees were pruned correctly – no coat hangers allowed! (Poor pruning).

Following this, thinning of the block was carried out, and Bob came up to the block on numerous occasions, ensuring that this was producing the correct amount of stems per hectare to optimise quality.

The second prune was also conducted by Terry.

For the third prune, contractors were employed. An average height of 6.4 meters was achieved across the block.

During these three pruning's , Bob got forestry stand certificates endorsed by the Forest Research Institute to record the pruned stand quality.

Terry spent most weekends up at the block completing the final thinning. Bob continued to check stems per hectare were suitable for the block.



Terry proudly standing by a truck load of logs cut from his forest

In mid-2014, due to numerous factors, we spoke to Bob about harvesting a couple of years earlier than anticipated. Bob wasn't keen on this, as he would have preferred to see the crop progress to a minimum felling age of 25 years. This was always discussed during times of contact and at forest visits. However, he listened to the reasons why, and spoke to us at length on the pros and cons of harvesting early.

A harvest inventory was carried out in late 2014. This allowed us to know what the block physically contained in terms of quality and quantity of timber. We also met Nick, the regional manager for PF Olsen Limited. A meeting at the block to talk about harvesting options, including projected costs and revenue.

In early 2015 we gave Bob the nod that we wanted him to proceed with the harvest. The wheels went into high speed and things really happened quickly. In late January/February/March/ April of 2015 our forestry block of 28 ha was harvested.



Terry, Margaret and Jenny Burns in front of impressively large logs

This was facilitated by Bob through the PF Olsen harvest management system. This included employing a forestry harvesting contractor, and transporting of the logs. Also included were Health and Safety compliance issues, talking to Regional Council and neighbouring forestry managers. This was vital as we needed to use their roading to get our logs out and quarry for road surface metalling. As well as this, Bob sorted out the tracking required within the block, road and skid construction.

Bob worked with enthusiasm and kept us informed about all decisions at all times. This included both costings for the harvesting, and what was actually happening physically on the block. This was done both by phone calls after usual work hours, and emails. During this time market trends and estimated of log prices differing month by month was discussed. This obviously had a large impact on overall revenue.



The Burns worked closely with PF Olsen to get the best possible result from the project

We asked on a couple of occasions to go and observe the harvesting. This included taking up the trustees of the block on one occasion. Bob ensured that this occurred, and our safety was ensured throughout our visit. The contractors involved, DG Glenn Logging couldn't have been more polite and accommodating.

Seeing the block physically harvested was a great conclusion to a 23 year project. We have found working with Bob, through PF Olsen Limited a very rewarding experience. The professionalism that Bob has used throughout the years and his advocacy of quality pruned trees for our block was absolutely spot on. This was very apparent through the harvest by the quality and quantity of the wood harvested. Many years of working in the industry and building relationships with companies certainly helped in running a seamless harvesting operation.

We could not recommend Bob and PF Olsen Limited highly enough for professionalism and integrity. Bob's knowledge of the forestry industry and his silviculture experience has been highly advantageous to us throughout the last 23 years.

Written on behalf of Burns Mohaka Trust

August 2015.

Terry, Margaret and Jenny Burns

J. O Burns The image shows three handwritten signatures in black ink. The first signature on the left is 'J. O Burns'. To its right are two more signatures, one above the other, which appear to be 'M Burns' and 'J Burns' respectively, though they are more stylized and less legible.